



## **GSA Federal Acquisition Training Symposium**

*May 10-11, 2016*  
**Huntsville, AL**

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# **Deputy Assistant Secretary of the Army (Procurement)**

## **Briefing for the Federal Acquisition Training Symposium**

**Mr. Harold E. Williams**

**Acting, Senior Services Manager**

**Deputy Assistant Secretary of the Army (Procurement)**

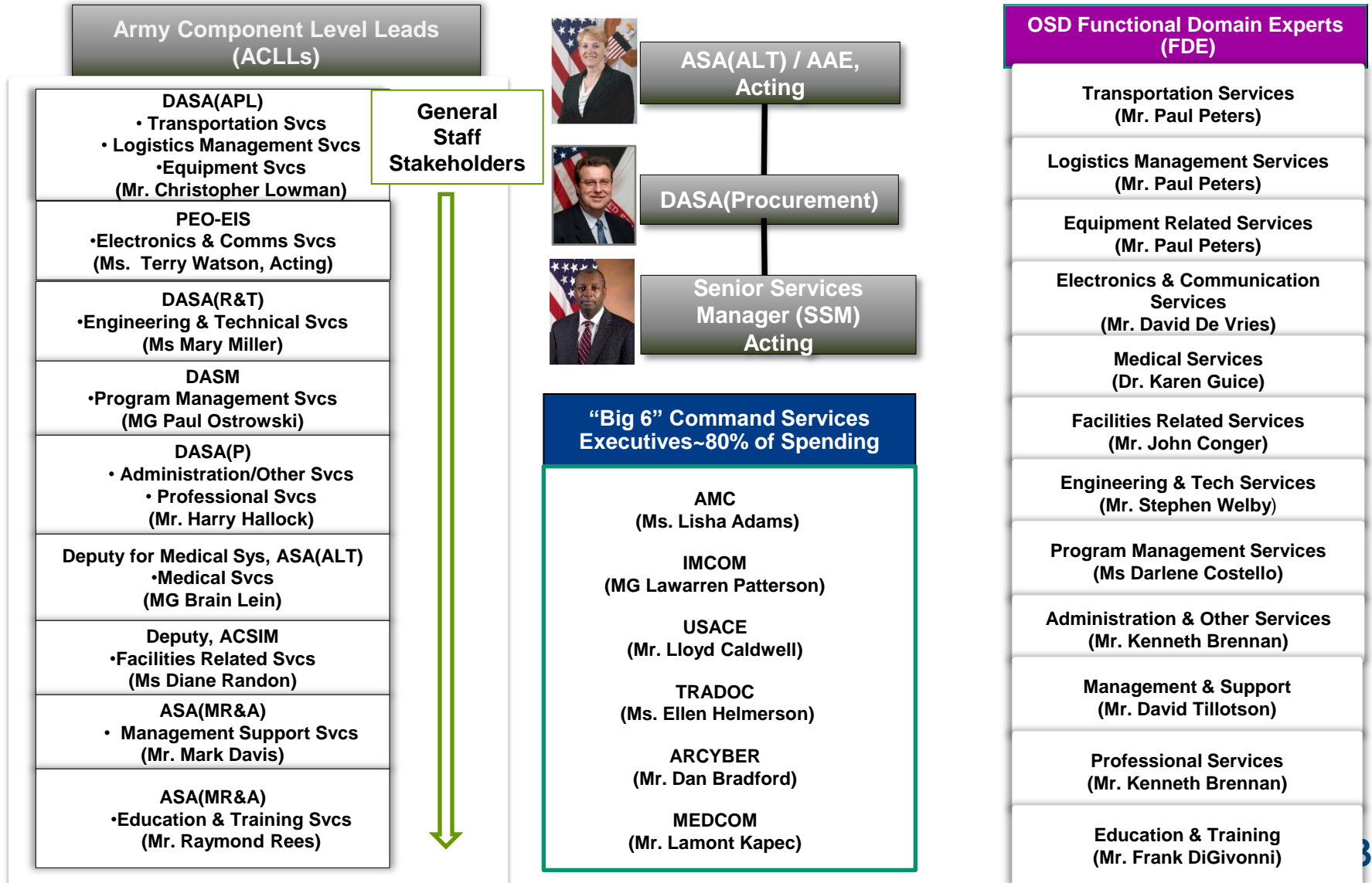
# Overview of Services Framework

## Agenda

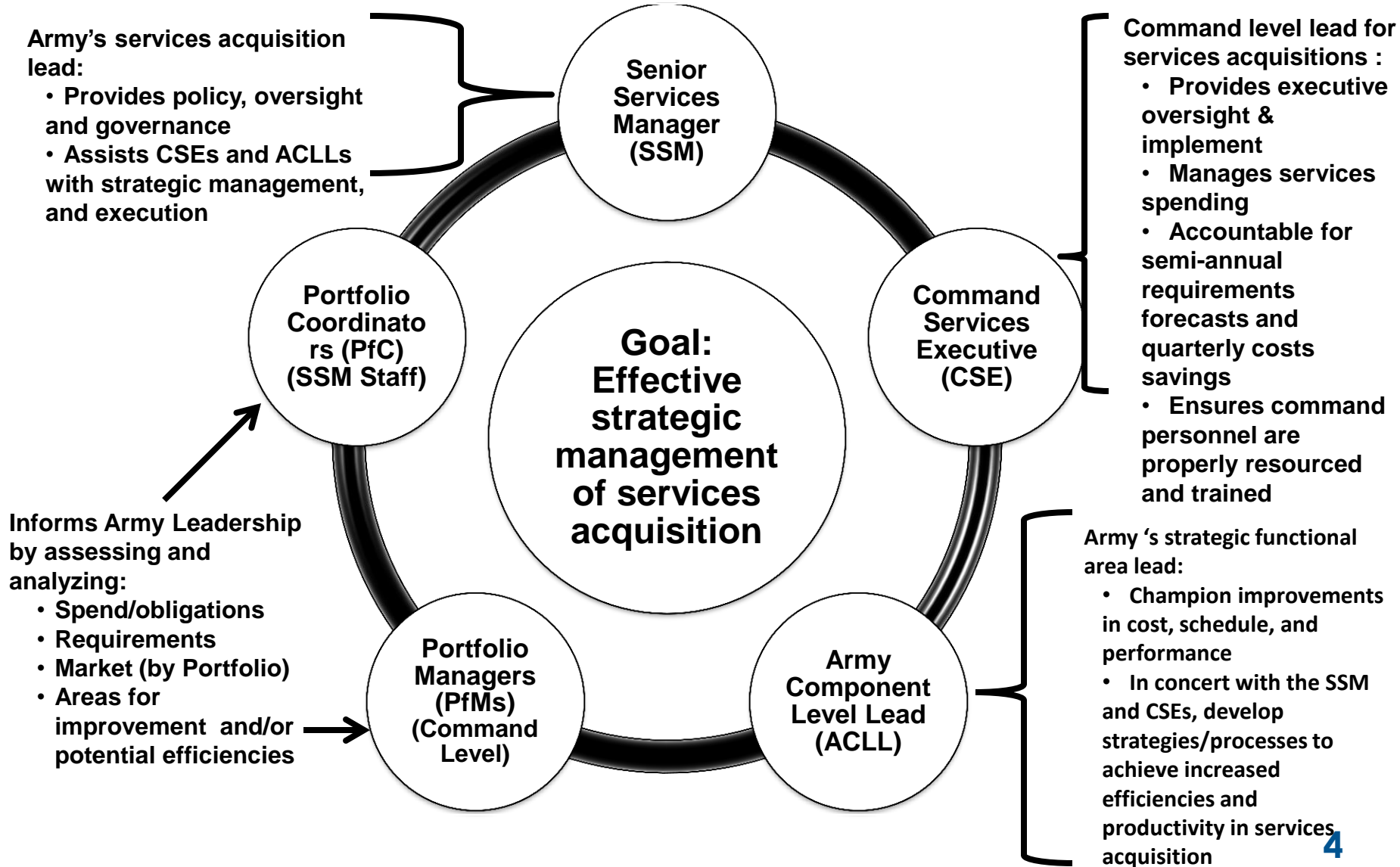
- **Army Services Structure (Governance and Oversight)**
- **Portfolio Management**
- **Strategic Sourcing**
- **Services Policy and Procedures**
- **Services Acquisition Workshops**
- **Services Acquisition Training**
- **Metrics**
- **Way Ahead**

# Army Services Acquisition Leadership

## Policy, Oversight and Active Management of Services



# Portfolio Management



# Services Policies and Procedures

## Policies

### Acquisition Strategy

- DODI 5000.74 (new) – Oversight and Management of Services

### AFARS 5137

- Service Contracting: (Regulation) AFARS 5137
- Major Update: 1 Oct 14

### AR 70-13

Management and Oversight of Service Acquisitions undergoing revisions to reflect FY13 and beyond services management and oversight concepts

**Army  
Services Implementation Plan**  
Optimization of Army Services  
Acquisition

## Procedures

### Services Acquisition Strategy Approval DODI 5000.02, Enclosure 9

- SSM Approval: \$250M - \$1B
- DPAP Approval: Delegated back to Army
- DASA(P) Approval of Source Selection Authority \$500M and above

### Army Service Strategy Panel (ASSP)

- Required \$250M and Above
- Held if questions on Acquisition Strategy are unresolved between DASA(P) and customer
- Waived by ASSP Chair (SSM)

### Peer Reviews

- PEER Reviews: (Regulation) DFARS Part 201
- Post Award PEER Review: \$250M - \$999M (SSM review)
- PEER Review Pre/Post Award: Over \$1B (DPAP review)

### Business Case Analysis (BCA)

The BCA Policy seeks to eliminate new overlapping and duplicative contracts within Federal Agencies

BCA Threshold: \$50M and above

# Strategic Sourcing Governance

**Deputy Assistant Secretary Army (Procurement)**  
**The Senior Service Manager is the**  
**HQDA focal point for Strategic Sourcing**



## Army Strategic Sourcing Governance Structure

### **SSEC**

#### **Strategic Sourcing Executive Committee**

- Executive championship
- Set strategic vision, direction, and priorities
- Drive commonality & standardization
- Eliminate duplication

### **SSSG**

#### **Strategic Sourcing Steering Group**

- Plan & orchestrates Army-wide communications
- Recommend Policies to DASA-P/SECARMY
- Assist working groups
- Tracks and reports progress to the SSEC
- Monitor DoD/Federal initiatives

### **SSWG**

#### **Strategic Sourcing Working Group**

- Establish commodities teams
- Functional area prioritization
- Developing demand/forecast
- Tactical planning, scheduling & resource management
- Execute strategic sourcing strategies (Model)

## Services Management/Oversight Structure

- **DoD Functional Domain Experts (FDEs)** for services acquisition management; appointed by USD(AT&L): provide strategic oversight of contract service acquisitions
- **Service Acquisition Executive (SAE)** of each Military Department will be the senior official responsible for management of acquisition of services
- **Component Level Leads (CLLs)** appointed by the Component heads to assist the FDE in actively overseeing the life-cycle process of contracted services acquisitions.
- **Program Manager (PM) or Functional Service Manager (FSM)** lead for developing, coordinating, and resourcing and overseeing individual service requirements valued at more than \$100 million
- **FSM:** In the absence of a Acquisition Workforce certified acquisition PM; FSMs with domain expertise for a given service requirement will exercise program management responsibilities—less than \$100 million

**Current****New –  
DoDI  
5000.74**

**Management Structure translates services requirements into affordable and well-managed programs**



## DoDI 5000.74—What it does

- Establishes policy, assigns responsibilities, and provides direction for the acquisition of contracted services
- Establishes a DoD management structure for the acquisition of contracted services
  - Services Categories Approval Levels (S-CATs)
  - Service Requirements Review Boards (SRRBs)
  - Assign Program Manager or Functional Services Manager (requirements \$100M and above)
  - Military Departments (MILDEPs) establish their own [implementing] processes

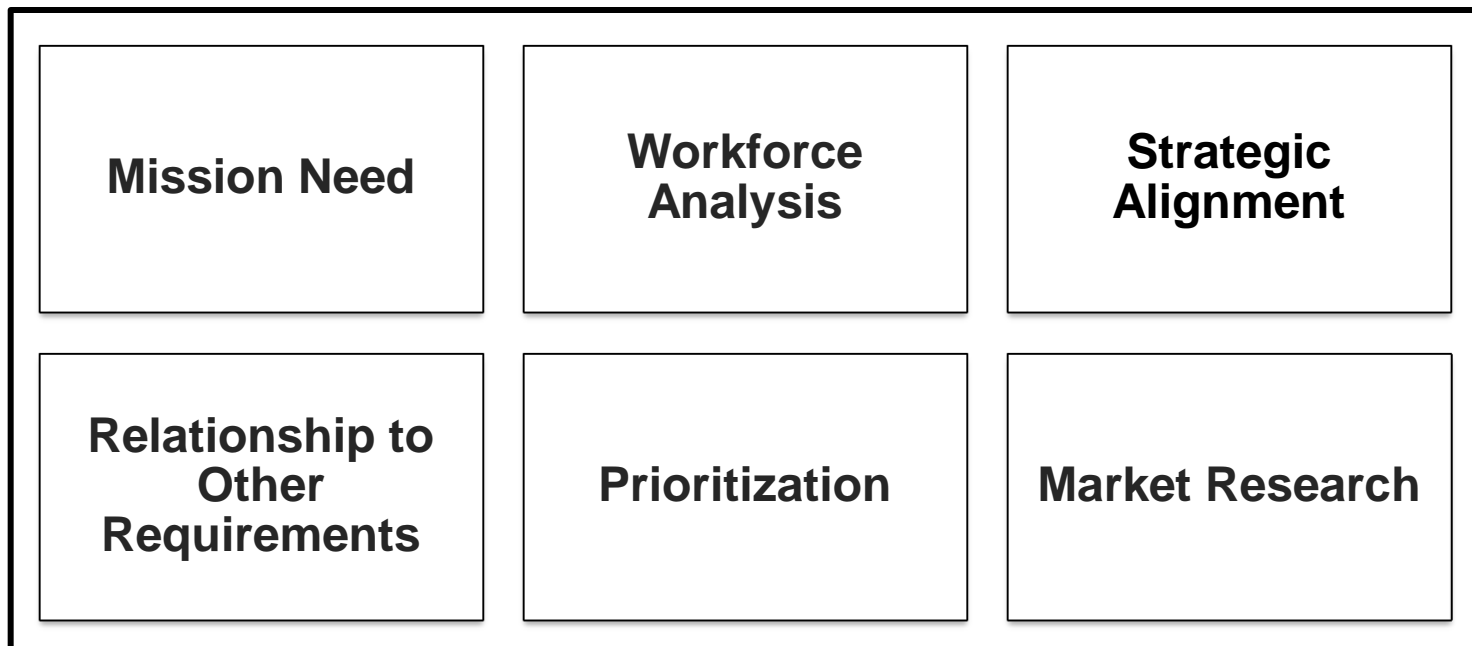
**Emphasis on Requiring Activity Responsibilities—  
from Requirements Approval thru Execution Oversight**



# Services Requirements Review Board (SRRB)

*SRRB: a process for assessing, reviewing, and validating services requirements by senior leaders. Requirements reviews should include:*

## SRRB Elements



# Services Acquisition Workshops (SAWs)

A SAW is an interactive workshop built around a specific acquisition and its multifunctional integrated process team (MFIPT); applies performance-based techniques to services acquisitions.

## SEVEN STEPS TO THE SERVICE ACQUISITION PROCESS

STEP ONE	STEP TWO	STEP THREE	STEP FOUR	STEP FIVE	STEP SIX	STEP SEVEN
Form the Team	Review Current Strategy	Market Research	Requirements Definition	Acquisition Strategy	Execute Strategy	Performance Management

MFIPT

**Highly Dependent on Team Composition & Requirement**

### SAW Train-The-Trainer (TTT) Program:

Organic cadre of SAW facilitators who are able to teach/facilitate SAWs at the completion of a Three-phase Program.

Phase I: TTT Orientation Workshop

Phase II: Active Participation in SAW

Phase III: Successful Facilitation of The Seven Steps

**The Army SAW TTT cadre will assist/augment  
DAU in implementing SAW policy.**

# Improving Services Tradecraft

- **Services Acquisition Workshops (SAWs)—A DoD Best Practice**

- An interactive workshop that applies **performance-based** techniques to services acquisitions planning, development and execution.
- Participants learn how to apply the **DAU 7 Step service acquisition process** to define requirements, create an initial draft **Performance Work Statement (PWS)** and **Quality Assurance Surveillance Plan (QASP)**

- **Services Acquisition Functional Integrated Product Team**

- Requirements development partnerships with Defense Acquisition University, Army Logistics University, etc.
- Develop curriculum/vision for Services Acquisition
- Four basic roles: Performance Work Statement Drafter, Independent Government Cost Estimator, Quality Assurance Plan Drafter, Functional Service Manager



**Army conducted 16 SAWs in FY14 of Services Acquisitions estimated at a total of approximately \$24B (FY15 - 23 SAWs YTD at approximately \$18B)**

## Services POCs

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